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8-10-63  
200-124-47

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~~ROUTINE~~  
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 ROUTINE

CITY DIA 65387

IC : MULTI - ADDRESSEE CABLE SEE BELOW

FROM: DIRECTOR

CCM: SAS 6

INFO: DCI, C/DCI, CCP, ADOP, CI, CI/OPS, CI/ODA, FI, EE 4, ME 4,  
ME 6, FE 6, WH 7, AT&T, (POUCH FRAN 9, BONN 5, BRLN 5, MUNI 5,  
AT&TE 6, ALL OTHER STA'S 3)

MULTI-ADDRESSEE CABLE

PERUMEN ZRPRIMA

LOND	PARI	BRUS	HAGU	COPE	STOC	OSLO	NADR
SOME							

CABLE SEC: [POLS POUCH CABLE TO FOLLOWING:] (WRENCH POUCH)

FRAN	FROB	BORN	HAMB	BRLN	MUNI	VIEW	AT&TE
BERN	CNVA	CAIE	BEIR	TEHE	TELA	RIOD	SAOP
MEXI	MRID	SAGO	MONT	BUEN	CARA	LAPA	LIMA
QUIT	GUAT	SETO	HELP	TOKY	HORN	NAVE	BARC
HELS	LISB	MILA	OTTA				

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## CLASSIFIED MESSAGE

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200-120-47

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TO: CERTAIN STATIONS AND BASES

22 NOV 63 17 83 Z

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ROUTINE

NO MULTI-ADDRESSEE CABLE INFO

CITE DIR

3538

PERUMEN ZRPRIMA

REF: DIR 22218

1. RECENTLY CONCLUDED HQS REVIEW OF ZRPRIMA PROGRAM SHOWS THAT KUBAKK EFFORTS HAVE NOT ACHIEVED ANY SIGNIFICANT RESULTS AND CONTINUATION OF PROGRAM AS SUCH NO LONGER WARRANTED. MAIN REASON FOR KUBAKK FAILURE IS THAT CUBAN TECHNICIAN RECRUITING PROGRAM HAS BEEN MISERABLE FAILURE WHEN MEASURED AGAINST ORIGINAL OBJECTIVE OF 2000 TECHS FROM WESTERN EUROPE ALONE. THOUGH OUR FIGURES NOT COMPLETE, WE ESTIMATE PROBABLY LESS THAN FIFTY CANDIDATES HAVE RECEIVED CONTRACT APPROVAL AND WE ABLE TO CONFIRM ABOUT TEN WHO HAVE ACTUALLY MADE IT TO THE ISLAND. KUBAKK SUCCEEDED IN INSERTING ABOUT THIRTY RECRUITED TECHS INTO THE VARIOUS HIRING CHANNELS, BUT SO FAR ONLY TWO HAVE RECEIVED CONTRACT APPROVAL FROM HAVA.
2. CUBAN FAILURE TO RECRUIT IN SIGNIFICANT NUMBERS APPEARS DUE LARGELY TO RELUCTANCE FOREIGN MINISTRY AND FOREIGN SERVICE OFFICERS PURSUE TECH RECRUITING MISSION AGGRESSIVELY, BUREAUCRATIC INCOMPETENCE IN HAVANA, FEAR OF INFILTRATION OF HOSTILE AGENTS

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AND PROBABLE LOSS OF INTEREST IN THE PROGRAM ON PART OF CASTRO HIMSELF. THESE FACTORS WHICH EMERGE FROM OUR STUDY OF THE CUBAN PERFORMANCE ACCOUNT FOR LACK OF RESPONSE FROM EMBASSIES TO APPLICATIONS, LONG DELAY IN OBTAINING WORD BACK FROM HAVANA AND SMALL NUMBER OF TECHS ULTIMATELY HIRED. LONG TIME LAG BETWEEN INITIAL APPLICATION AND ULTIMATE APPROVAL FROM HAVA, WHICH RANGE SIX TO NINE MONTHS, HAS COST CUBANS NUMBER OF TECHS WHO WERE INITIALLY EAGER BUT SUBSEQUENTLY LOST INTEREST OR TOOK OTHER JOBS.

3. IN FACE OF FOREGOING WE DO NOT BELIEVE IT WORTHWHILE TO CONTINUE INTENSIVE SEARCH FOR ZEPHIMA CANDIDATES FOR INSERTION INTO CUBAN HIRING CHANNEL. /STATIONS WITH ACTIVE LEADS SHOULD STAY WITH THEM IN THE HOPE THEY MAY STILL BE HIRED, BUT CEASE EFFORTS TO GENERATE LEADS FROM SCRATCH. ON OTHER HAND, THERE ARE FAIR NUMBER NON BLOC TECHS IN CUBA AND IT LIKELY CUBANS WILL CONTINUE TO HIKE NEEDS REPT ON LIMITED SELECTIVE BASIS AS THEY DID PRIOR TO ZEPHIMA PROGRAM. STATIONS THEREFORE ARE URGED TO CONTINUE ALERT FOR SUCH OPPORTUNITIES AND TO EXPLOIT THEM IN SAME MANNER AS ALL OTHER OPPORTUNITIES TO PLACE RESIDENT AGENTS IN CUBA.

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IN THIS CONNECTION WE NOTE THAT MOST PERUVIAN OFFICIALS RESPONSIBLE FOR RECRUITING TECHS TEND TO RELY HEAVILY ON LOCAL CP STAMP OF APPROVAL OR OTHER STRONG INDICATION THAT CANDIDATE IS POLITICALLY ACCEPTABLE. LACKING THIS THEY MAY EITHER IGNORE THE APPLICATION OR REJECT IT.

4. RESPONSE OF MOST STATIONS IN IMPLEMENTING ZEPHIMA HAS BEEN MOST GRATIFYING. WE PROVIDED CUBANS WITH GOOD NUMBER HIGHLY QUALIFIED ENGINEERS AND TECHNICIANS WHICH THEY FOR REASONS CITED UNABLE OR UNWILLING TO ACCEPT. KUBARK HAS MADE A RESPECTABLE EFFORT TO EXPLOIT THIS OPPORTUNITY AND FACT THAT WE HAVE NOT ACHIEVED SIGNIFICANT RESULTS IS MERELY REFLECTION CUBAN CONFUSION AND INEPTITUDE WITH RESULTANT FAILURE ACHIEVE THEIR OWN GOALS.

5. DISCONTINUE USE ZEPHIMA SLUG AND FILE 200-120-47.

END OF MESSAGE

C/S COMMENT: aCable pre-dates CS files. Copy may be seen in CIA reference file.

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